

**WHIRLPOOL CORPORATION**  
**Key Financial Statistics for Q2 2015**  
(amounts in millions, except per share data)

**SALES AND EARNINGS**

	Q2			YTD		
	2015	2014	% B/(W)	2015	2014	% B/(W)
Units (In thousands)	16,657	12,891	29.2 %	32,907	25,513	29.0 %
Net Sales	5,208	4,682	11.2 %	10,054	9,045	11.1 %
Operating Profit	273	291	(6.1)%	576	572	0.7 %
Interest and Sundry Income (Expense)	42	(16)	363.6 %	(11)	(39)	72.3 %
Interest Expense	(40)	(40)	(2.5)%	(83)	(84)	0.6 %
Income Tax Expense	90	50	79.8 %	99	100	(1.3)%
Noncontrolling Interest	8	6	(42.9)%	15	10	(61.4)%
Net Earnings Available to Whirlpool	177	179	(1.0)%	368	339	8.3 %
<b>Diluted EPS</b>	<b>\$ 2.21</b>	<b>\$ 2.25</b>	<b>(1.6)%</b>	<b>\$ 4.60</b>	<b>\$ 4.27</b>	<b>7.7 %</b>

**OPERATING EXPENSES**

	2015	2014	% B/(W)	2015	2014	% B/(W)
Cost of Goods Sold	4,303	3,895	(10.4)%	8,296	7,503	(10.6)%
<i>Gross Margin %</i>	<i>17.4%</i>	<i>16.8%</i>	<i>0.6pts</i>	<i>17.5%</i>	<i>17.0%</i>	<i>0.5pts</i>
Selling, General and Administrative	556	457	(22.0)%	1,054	896	(17.7)%
<i>% of sales</i>	<i>10.7%</i>	<i>9.7%</i>	<i>(1.0pts)</i>	<i>10.5%</i>	<i>9.9%</i>	<i>(0.6pts)</i>

**BUSINESS SEGMENT INFORMATION**

	2015	2014	% B/(W)	2015	2014	% B/(W)
<b>North America</b>						
Units	6,462	6,360	1.6 %	12,279	12,089	1.6 %
Net Sales	2,687	2,675	0.4 %	5,028	5,006	0.4 %
Operating Profit	287	285	0.6 %	563	513	9.8 %
<i>% of sales</i>	<i>10.7%</i>	<i>10.6%</i>	<i>0.1pts</i>	<i>11.2%</i>	<i>10.2%</i>	<i>1.0pts</i>
<b>Latin America</b>						
Units	2,243	2,614	(14.2)%	4,895	5,934	(17.5)%
Net Sales	854	1,092	(21.8)%	1,753	2,279	(23.1)%
Operating Profit	36	87	(59.3)%	95	210	(55.0)%
<i>% of sales</i>	<i>4.2%</i>	<i>8.0%</i>	<i>(3.8pts)</i>	<i>5.4%</i>	<i>9.2%</i>	<i>(3.8pts)</i>
<b>EMEA</b>						
Units	5,910	2,841	108.0 %	11,626	5,591	107.9 %
Net Sales	1,334	746	79.0 %	2,607	1,466	77.9 %
Operating Profit	51	2	nm	68	9	681.4 %
<i>% of sales</i>	<i>3.8%</i>	<i>0.2%</i>	<i>3.6pts</i>	<i>2.6%</i>	<i>0.6%</i>	<i>2.0pts</i>
<b>Asia</b>						
Units	2,042	1,076	89.8 %	4,107	1,899	116.3 %
Net Sales	381	211	80.7 %	759	377	101.6 %
Operating Profit	27	4	nm	51	9	481.3 %
<i>% of sales</i>	<i>7.1%</i>	<i>1.9%</i>	<i>5.2pts</i>	<i>6.8%</i>	<i>2.3%</i>	<i>4.5pts</i>
<b>Other and Eliminations</b>						
Net Sales	(48)	(42)		(93)	(83)	
Operating Profit	(128)	(87)		(201)	(169)	
<b>Total</b>						
Units	16,657	12,891	29.2 %	32,907	25,513	29.0 %
Net Sales	5,208	4,682	11.2 %	10,054	9,045	11.1 %
Operating Profit	273	291	(6.1)%	576	572	0.7 %
<i>% of sales</i>	<i>5.2%</i>	<i>6.2%</i>	<i>(1.0pts)</i>	<i>5.7%</i>	<i>6.3%</i>	<i>(0.6pts)</i>

**MISCELLANEOUS**

	2015	2014	% B/(W)	2015	2014	% B/(W)
Average Shares - Diluted	80.0	79.6	(0.5)%	80.0	79.6	(0.5)%
Average Shares - Basic	79.1	78.3	(1.0)%	78.9	78.2	(0.9)%
Effective Tax Rate	32.1%	20.8%	nm	20.0%	21.7%	nm

**WORKING CAPITAL**

	2015	2014	% B/(W)
Receivables	2,702	2,222	(21.6)%
Inventories	3,086	2,812	(9.7)%
Payables	4,179	3,876	7.8 %
Net W/C	1,609	1,158	(38.8)%
Working Capital % of Sales	8.0%	6.4%	(1.6pts)

**DEBT RATIO**

	2015	2014	% B/(W)
Notes Payable	740	3	nm
Current Maturities of LTD	267	312	14.4 %
L/T Debt	3,750	2,461	(52.4)%
Total Debt	4,757	2,776	(71.4)%
Noncontrolling Interests	917	111	nm
Whirlpool Stockholders' Equity	4,931	5,240	(5.9)%
<b>Total Debt to Capital</b>	<b>44.9%</b>	<b>34.2%</b>	<b>(10.7pts)</b>

nm: Not meaningful